



Port Developments, Expansions and Smart Port Initiatives in The Indian Ocean for a Viable Future

Maritime & Transport Business Solutions
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Agenda

Introduction to MTBS

The Indian Ocean Region

Port Developments and Expansions

Q&A

1. Introduction to MTBS

Port sector specialists with three strong focus areas

Group
Overview

Value
Proposition



**Port Finance
International**
an MTBS company

Training & Summits



mtbs

Finance & Strategy



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Mergers & Acquisitions

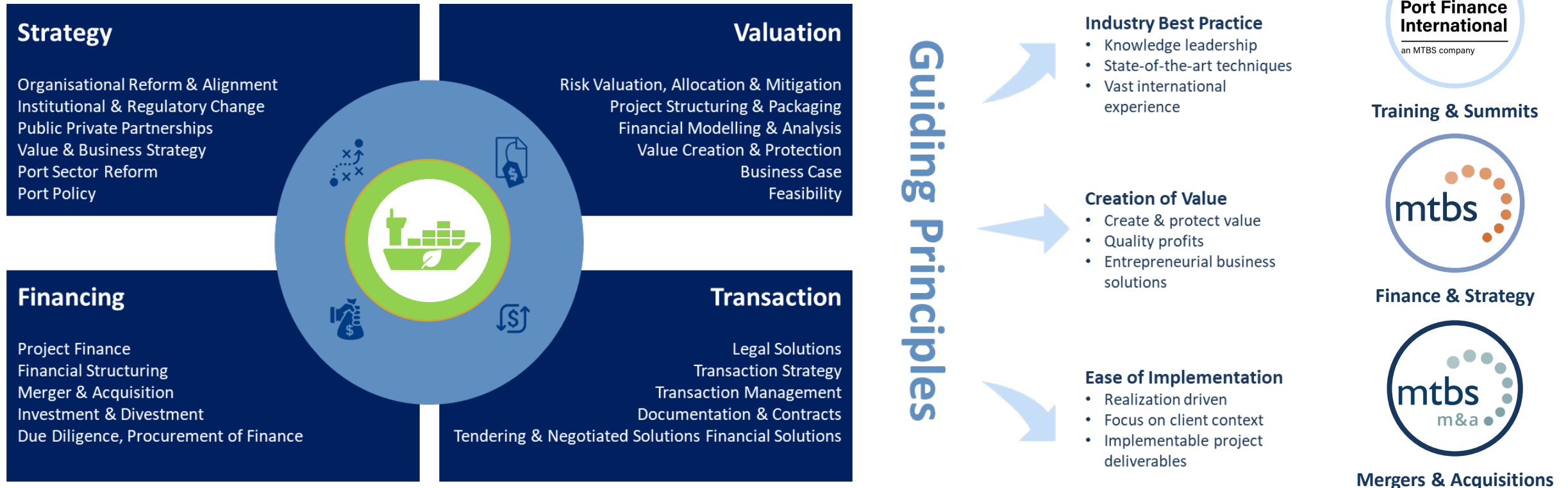
1. Introduction to MTBS

Our mission is to unlock value in the maritime & transport industries

Group
Overview

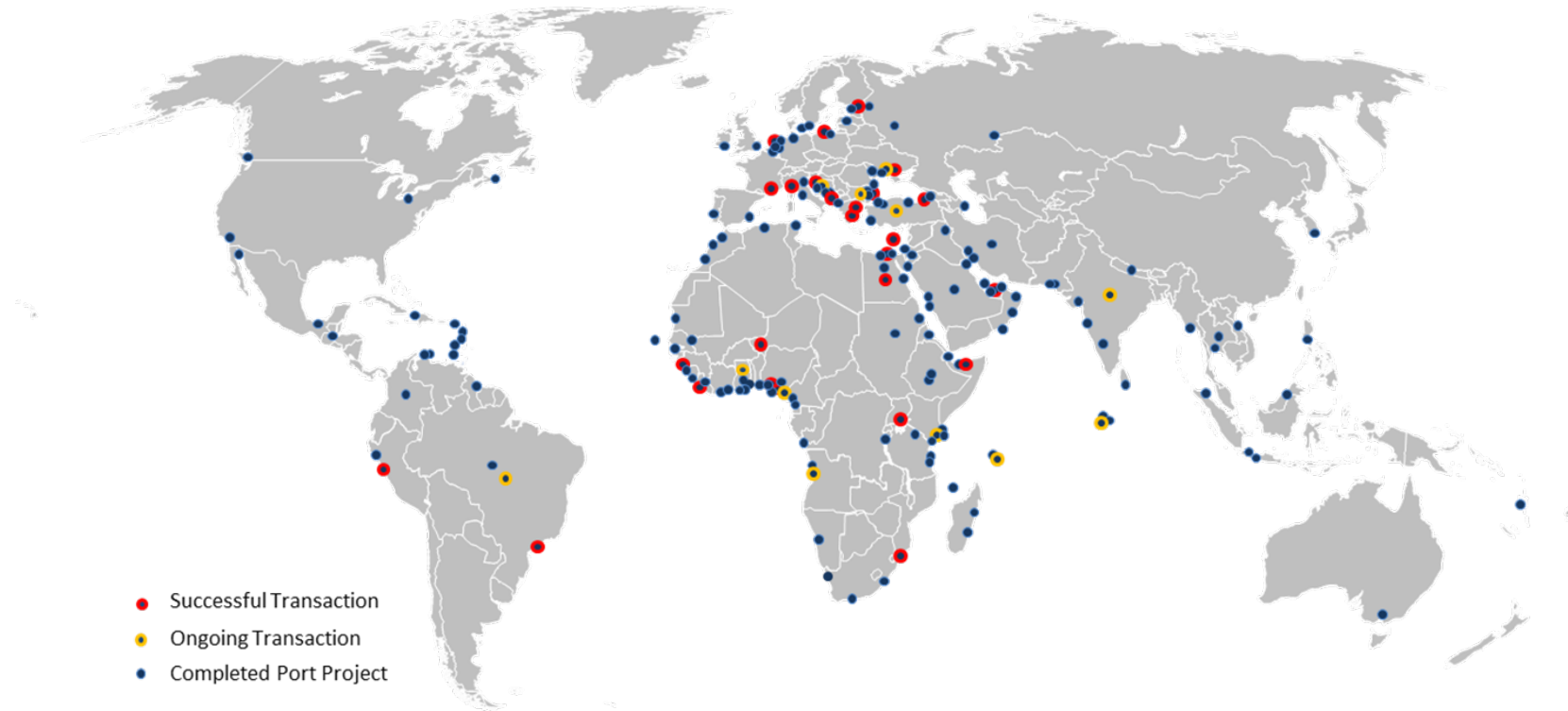
Value
Proposition

On the interface of land and water, positioned between public and private interests, ports are the most strategic nodes in the global transport network. Therefore, MTBS Group believes that ports offer a unique value proposition. It is the mission of the MTBS Group to unlock and protect this value by offering its clients entrepreneurial business solutions and creating the quality profits they seek.



1. Introduction to MTBS

MTBS track record and extensive global experience



Significant Portfolio Size - 50+ Port Projects per Year - Diversified Portfolio Background

Broad Client Base - Strong Home Market - International Focus



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2. The Indian Ocean Region

Illustrating the Geopolitical Significance of the Indian Ocean: Vital Trade Routes, Chokepoints, and Emerging Players.

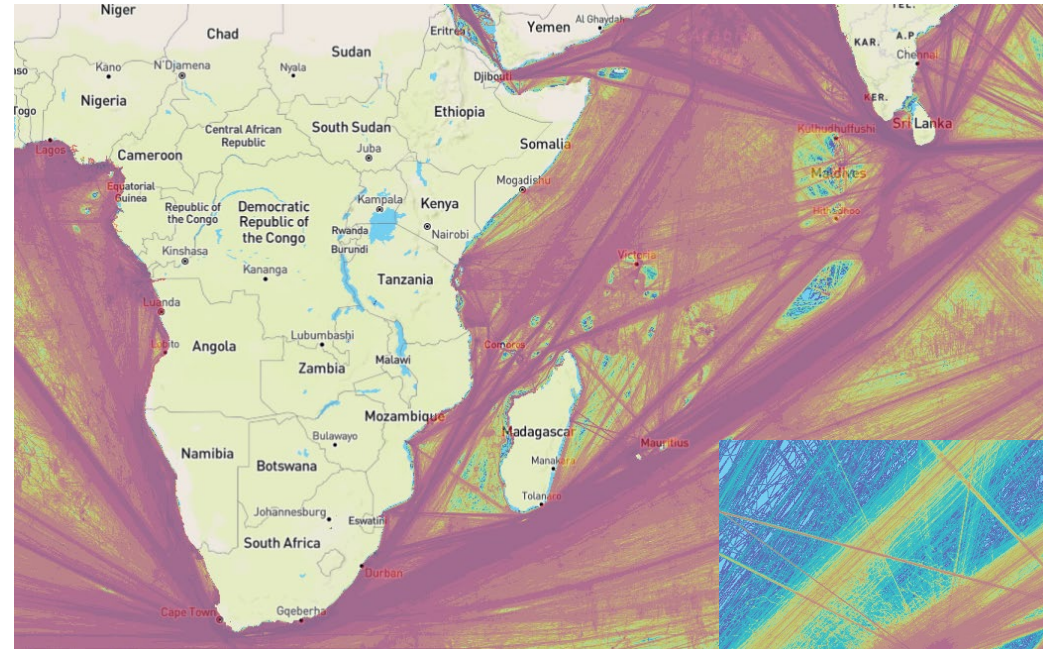
Key Observations

The Indian Ocean region plays a pivotal role in global maritime trade, connecting major economies in Asia, Africa, Europe, and the Middle East.

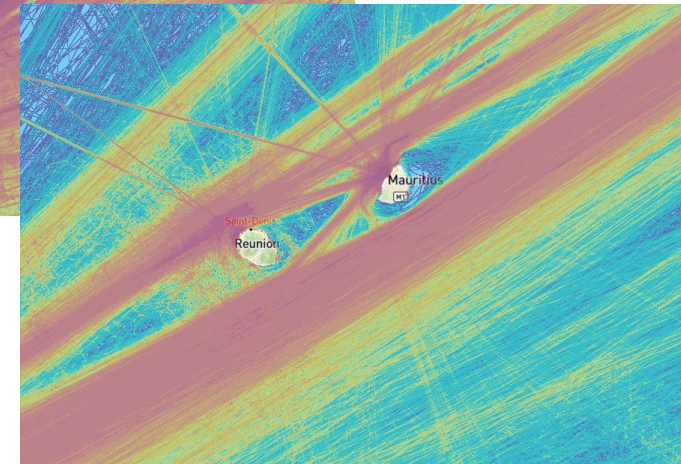
Key Chokepoints: Strait of Malacca, Suez Canal, and Strait of Hormuz.

- **Energy Transport:** Ports in the region facilitate the movement of energy products from the Middle East to consumer markets, driving economies worldwide.
- **Strategic Naval Passage:** Naval bases and cooperation agreements underscore its importance in geopolitical strategies.
- **Emerging Players:** China, UAE, Türkiye, Saudi Arabia
- **Most Important Routes:** Suez Canal Route, Strait of Hormuz Route, Strait of Malacca Route, Cape of Good Hope Route, Bay of Bengal Route, East Africa Route.

Density of Shipping Routes in the Indian Ocean Region



Source: MarineTraffic



2. The Indian Ocean Region

Mapping Key Ports in the Indian Ocean Region.



2. The Indian Ocean Region

Strategically positioned along the shores of Southern Africa and within the Indian Ocean, these key ports play a crucial role in facilitating trade, connecting regions, and driving economic growth in the Indian Ocean basin.

Key Observations

- **Dominant Shipping Lines:** The data suggests that MSC and CMA CGM are the prominent shipping lines operating within the Indian Ocean region. **MSC** holds a significant share of calls and TEUs across multiple ports, while CMA CGM also commands a substantial presence.
- **South African Ports:** The South African ports have a notable reliance on MSC for shipping services. Durban has the highest reliance on **MSC with around 28.7% of calls and 41.7% of TEUs.**
- Upon analyzing ships arriving at the four Indian Ocean Islands ports, the most frequent types are:
 - Handymax (40k – 50k DWT)
 - Coastalmax 2
 - Coastalmax 1

Key Shipping Port Analysis: Country, Region, and Shipping Line Insights

Port	Country	Region	Top Shipping Line by number	Calls / %	Top Shipping Line by size	TEU / %
Cape Town	South Africa	Africa South	MSC	25%	MSC	33.2%
Durban	South Africa	Africa South	MSC	28.7%	MSC	41.7%
East London	South Africa	Africa South	OACL	91.7%	OACL	96.7%
Port Elizabeth	South Africa	Africa South	MSC	22.2%	MSC	41.8%
Port Louis	Mauritius	Indian Ocean Islands	MSC	44.3%	MSC	55.5%
Le Port (Reunion)	Reunion	Indian Ocean Islands	CMA CGM	40.4%	CMA CGM	40.1%
Port Victoria	Seychelles	Indian Ocean Islands	CMA CGM	46.3%	CMA CGM	45.6%
Toamasina	Madagascar	Indian Ocean Islands	Maersk A/S	31.4%	Maersk A/S	44.8%

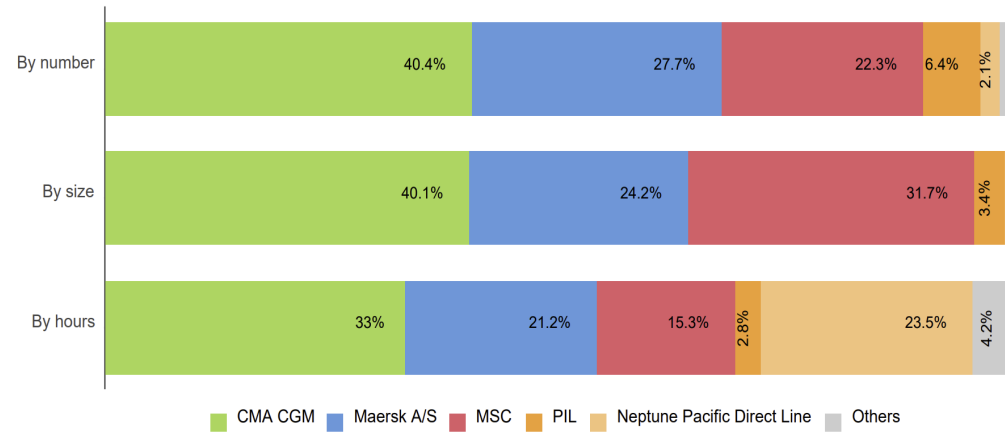
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2. The Indian Ocean Region

CMA CGM is prominent in Reunion by number & call size whilst MSC is dominant in Mauritius

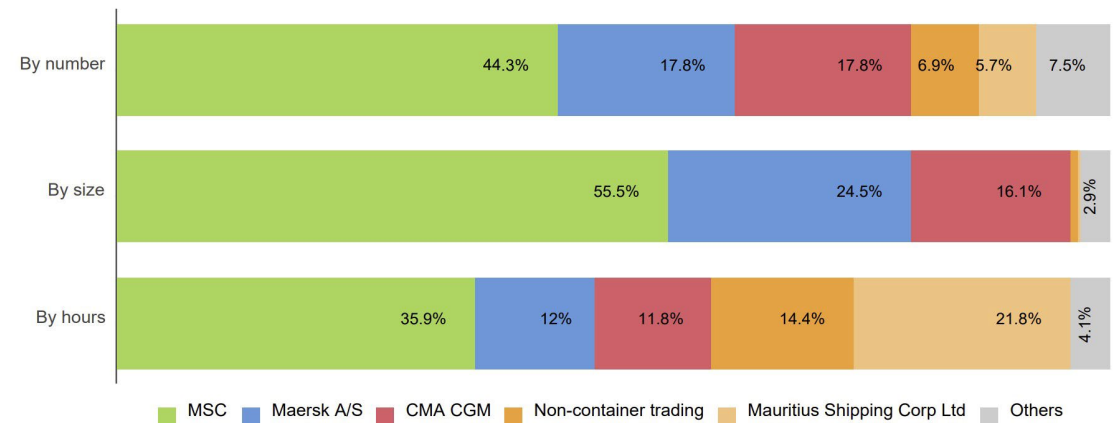
Le Port (Reunion)

Call statistics by operator (quarter 02)



Port Louis

Call statistics by operator (quarter 02)



Source : Alphaliner, Quarter 2, 2023

2. The Indian Ocean Region

At Indian Ocean Ports, we observe that most ports operate with (partly) public terminal operators. Room for improvement?

Need for Concessions at Island Economies?

- Is there sufficient investment in infrastructure?
 - Shore handling equipment
 - Dredging works
- From an economic perspective:
 - The ports are the sole gateway to the island's inhabitants.
 - The overall costs of consumer goods for the inhabitants should be as attractive as possible.
 - Ports should aim to remain part of international services, and not be relegated to becoming a feeder port :
 - Operational standards
 - Tariff levels
 - No monopoly

Characteristics of Indian Ocean Container Terminals

Port	Country	Operator	Type of Operator	PPP since	Depth of Berth	Planned Depth of Berth	Shore Handling Equipment
Port Louis	Mauritius	Cargo Handling Corporation Ltd	State-owned private company		-14.0 m		Yes
Port Victoria	Seychelles	Land Marine Ltd	State-owned private company		-11.5 m		No
Male	Maldives	Maldives Ports Ltd	Public		-10.5 m		No
Le Port	Réunion	Bolloré/MSC	Private	2016	-12.0 m	-15.5 m	Yes
Toamasina	Madagascar	ICTSI	Private	2005	-12.0 m	-16.0 m	Yes
Mahajanga	Madagascar	COMAMA and SEMS	Public		-4.5 m		No
Longoni	Mayotte	Ports de Mayotte	Public		-14.0 m		Yes
Moroni	Comoros	Bolloré/MSC	Private	2011	-5.5 m		No



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3. Port Developments and Expansions

MTBS is the lead transaction advisor in all current container terminal tenders in the region.

Potential Concessions?

- **Tanzania:** Dar es Salaam, Port of Bagamoyo, and Zanzibar, Port of Malindi.
- **Kenya,** Mombasa, Lamu.
- **South Africa (2x);** Richards Bay container facility / Point CT
- **Mozambique,** Port of Nacala
- **Madagascar,** Toamasina
- **Mauritius, Port Louis?**

- Many ports strive for hub port status; important transaction success factor is **BuCa based on proven/likely volumes and well-balanced and optimized risk allocation.**

- **Only consider transshipment if shipping line commitment is included in concession.**

Ongoing Container Terminal Concessions



5. Q&A



Thank you

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